

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Swenson Co Inc

New Jersey Manufacturing Extension Program

Swenson Company Increases Sales Via Iso Certification

Client Profile:

Swenson Company Inc., headquartered in Raritan, New Jersey, is a plastics industry leader with over \$2.5 million in annual sales. V.H. Swenson, Jr. founded this 25-person company in 1945. Swenson manufactures injection-molded plastic parts for a variety of industries including automotive, electronic, pharmaceutical, food packaging, and industrial components.

Situation:

Victor Swenson, president of Swenson Company, wanted to improve the company's internal business systems and develop avenues for new business by becoming ISO quality certified. The New Jersey Department of Labor referred Swenson to the New Jersey Manufacturing Extension Program, Inc. (NJMEP), a NIST MEP network affiliate, for assistance.

Solution:

NJMEP presented Swenson with a plan to pursue ISO 9001:2000 certification within a one-year time frame. NJMEP engaged Prism eSolutions' expertise in implementing ISO in the injection mold industry to assist Swenson through the process of completing the necessary quality documentation (including policies and procedures) necessary to receive ISO certification. The team worked together to prepare Swenson Company for its ISO audit, including audit training and several pre-audits. Lloyds of London audited Swenson and found the company to be fully compliant with the requirements of the ISO 9001:2000 standard. The company received its ISO certification in February 2002.

Results:

Achieved ISO 9001:2000 registration in February 2002.

Anticipating a 35 percent sales gain.

Estimating a \$20,000 cost reduction.

Switched the company's compounded resin vendor to improve productivity by 20 percent.

Eliminated warped parts, thereby eliminating customer complaints.

Reduced resin raw material cost by 11 percent.

Improved internal systems and planned future development of sales and marketing programs.

Testimonial:

www.mep.nist.gov



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"Swenson Company is very dedicated to working with the New Jersey Manufacturing Extension Partnership, and believes NJMEP is one of the reasons the company remains in business."

Victor Swenson, President